

Service Disabled Veteran-Owned Small Business Workshop

***U.S. Army Corps of Engineers
New York District***

***Colonel Tortora
District Commander***

April 7, 2008



- **RELEVANT**
- **READY**
- **RESPONSIVE**
- **RELIABLE**



US Army Corps
of Engineers®
New York District

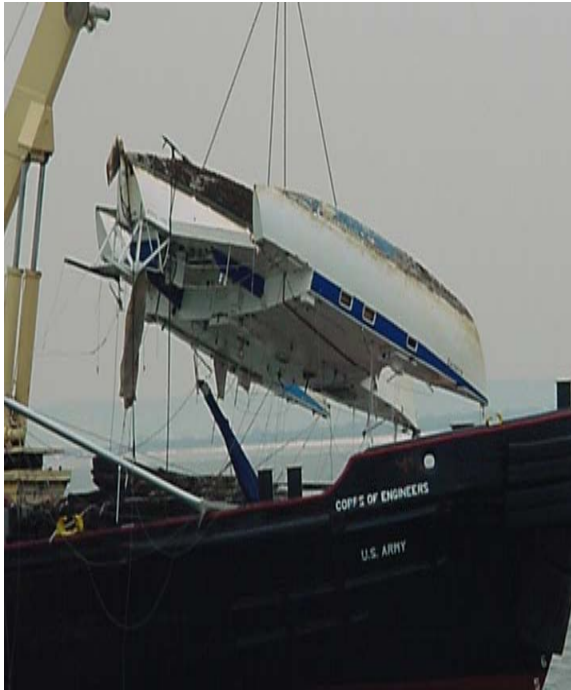
New York District Mission

New York District, operating as a team member within the North Atlantic Division Regional Business Center and employing the Project Management Business Process, executes its water resource, military and environmental programs; performs emergency response, and conducts contingency operations, all in support of the Nation





**US Army Corps
of Engineers®**
New York District



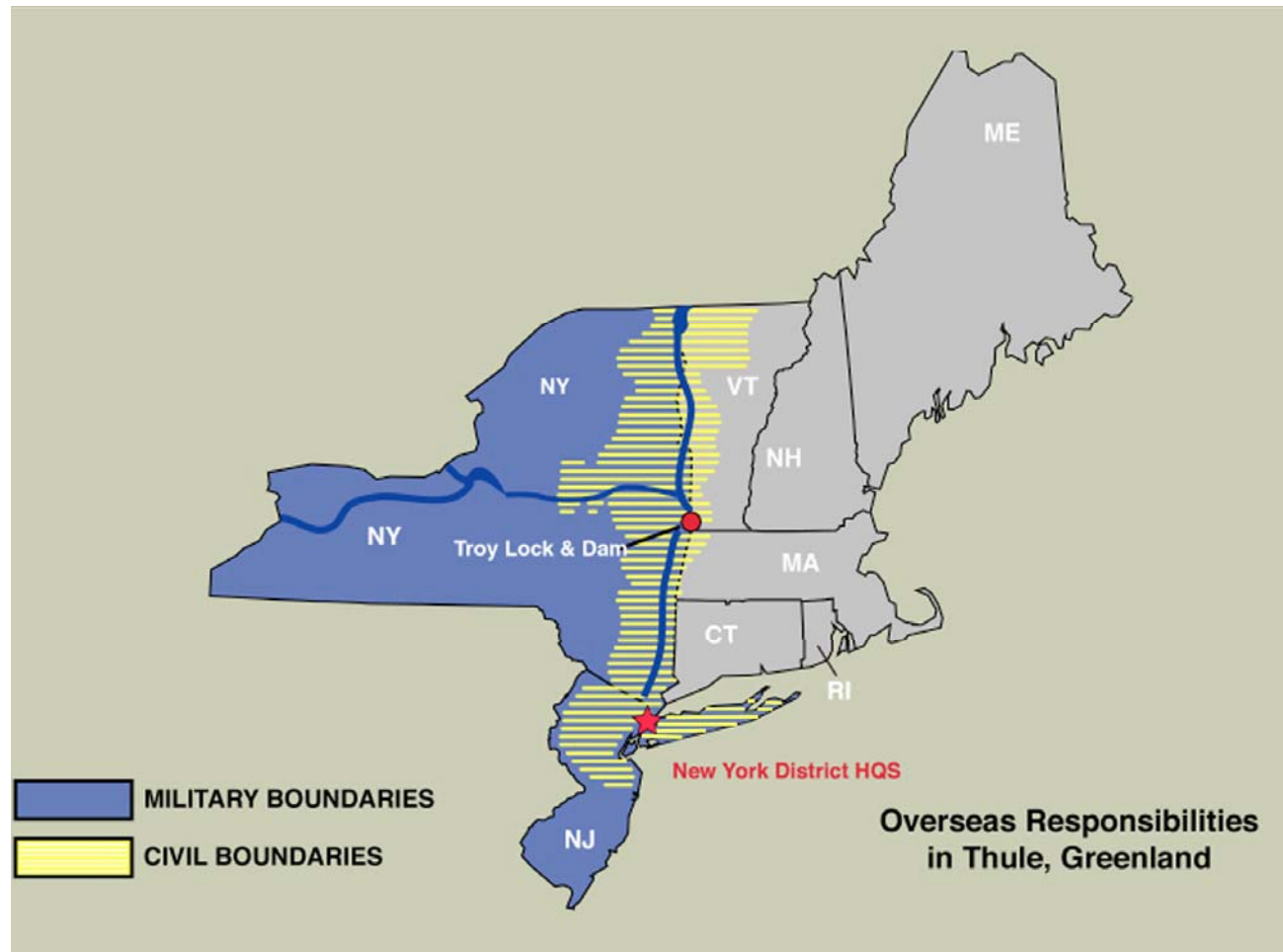
What We Do

- Plan, design, construct, operate and maintain civil works facilities and infrastructure
- Plan, design, construct and support facilities and infrastructure for military and other customers
- Execute the regulatory program
Conduct environmental remediation and restoration
- Respond to emergencies and contingency operations
- Provide management, administrative and logistical support for district programs and projects



**US Army Corps
of Engineers®**
New York District

New York District Boundaries

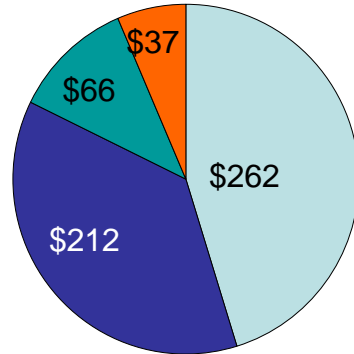




US Army Corps
of Engineers®
New York District

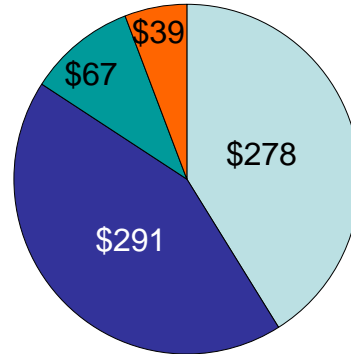
District Overview

(Program numbers annotated in millions)



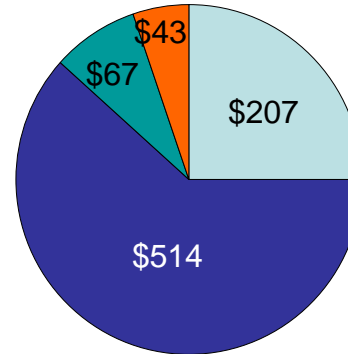
FY06

\$577M



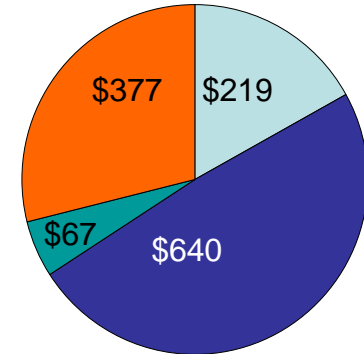
FY07

\$675M



FY08

\$831M



FY09

\$1.3B**

□ Civil ■ Military ■ Environmental ■ Support For Others

**Projected FY09 budget



**US Army Corps
of Engineers®**
New York District

Military Program

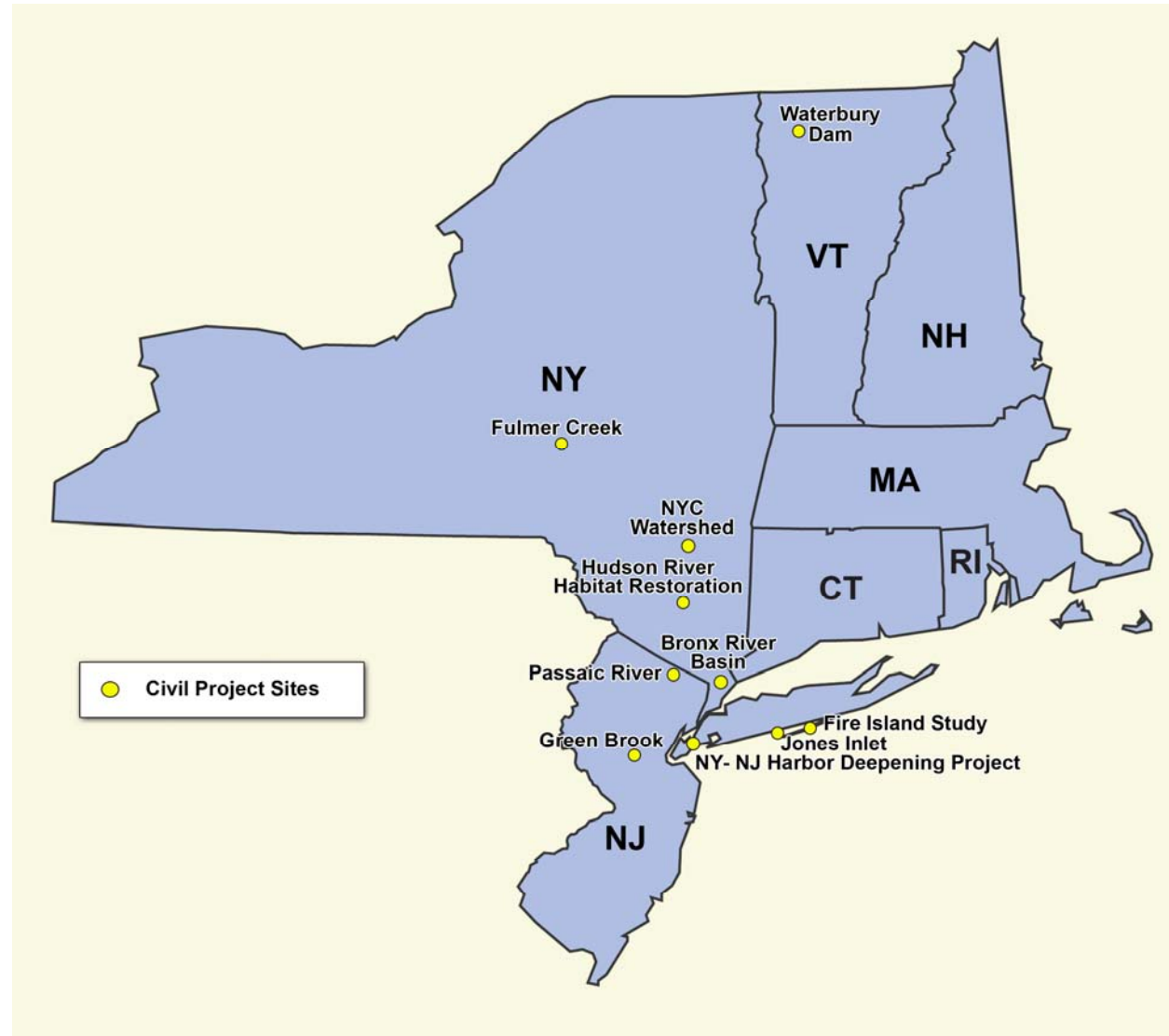




US Army Corps
of Engineers®
New York District

These projects
are examples of
the diverse
work New York
District oversees
throughout the
Tri-State area

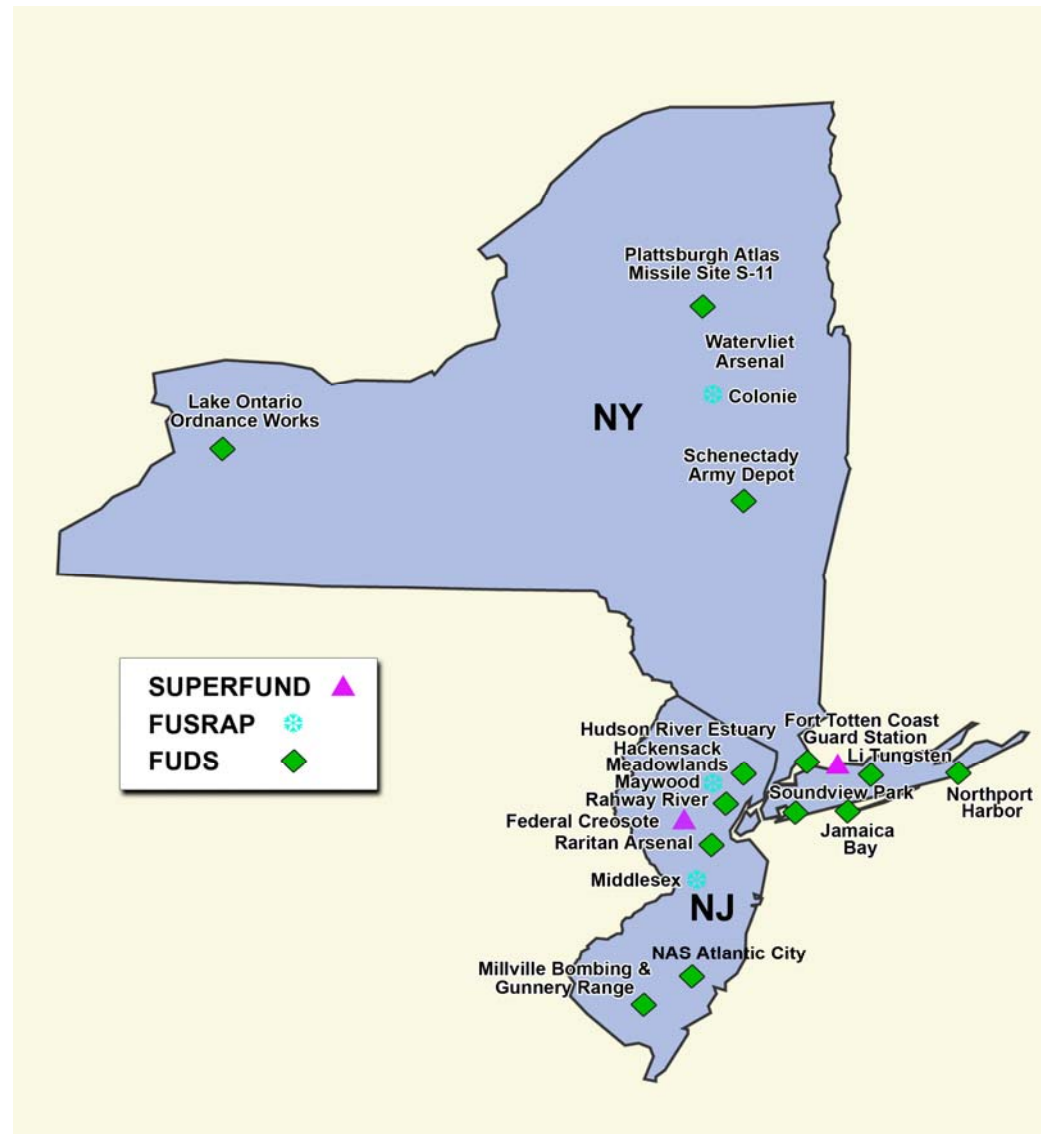
Civil Works Projects





US Army Corps
of Engineers®
New York District

Environmental Program





US Army Corps
of Engineers®
New York District

Operations

Drift Collection / Floatables

debris slick



deceased whale carcass

461,755 cubic feet of debris
collected in FY07

collecting debris in NY Harbor



US Army Corps
of Engineers®
New York District

Support to the Army



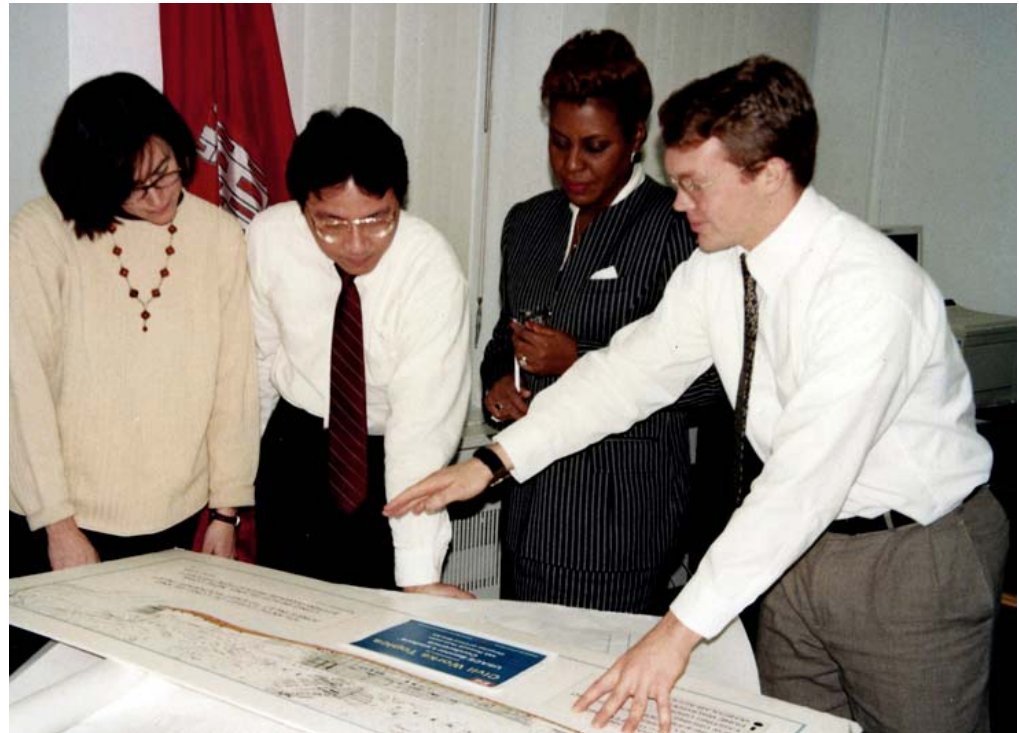
4 District civilians
currently deployed
supporting America's
forces in Afghanistan,
Iraq and Kuwait



**US Army Corps
of Engineers®**
New York District

Work Force

604 Civilians
5 Officers (8 AUTH.)



as of Winter 2008



US Army Corps
of Engineers®
New York District

How may we serve you?

US Army Corps of Engineers®
New York District

NEWSROOM **WHO WE ARE** **MISSIONS** **HISTORY** **RELATED LINKS** **KIDS' CORNER**

NEW YORK DISTRICT

RELEVANT READY RESPONSIVE RELIABLE
Proudly serving the Armed Forces and the Nation now and in the future.

How Do I...

- » Contact the Corps?
- » Find a Corps Map?
- » Obtain a Permit?
- » Find Public Notices?
- » Get a Job with the Corps?
- » Contract with the Corps?
- » Find my Local Corps Office?
- » Find Corps Publications?
- » Find Projects in NY, NJ, VT, MA?
- » FOR USACE USERS ONLY
- » SITE MAP
- » PROJECT & STUDIES

HOME
CONTACT US
SITE MAP
WHO WE ARE
NEWS/ EVENTS
PUBLIC NOTICES
PROJECTS & STUDIES
HARS
FUSRAP
GEOSPATIAL DATA & SYSTEMS
BUSINESS OPPORTUNITIES
A-E CONTRACTING
EMPLOYMENT
SERVICES
RELATED LINKS
FREEDOM OF INFORMATION ACT
ENGINEER INSPECTOR GENERAL
DISCLAIMER
PRIVACY & SECURITY NOTICE
FOR USACE USERS ONLY-WebMail

Public Notices:

- [Newark Bay Study Area Coordination Team, Notice of Public Meetings](#)

News Releases:

- 12/05/2007
[District Times \(Autumn 2007 Edition\)](#)
- 12/01/2007
[Corps Bytes - December '07](#)
- 03/06/2007
[U.S. Army Corps of Engineers and the Port Authority of New York and New Jersey announce the completion of the Arthur Kill Channel 41-foot navigation project](#)

[MORE NEWS RELEASES...](#)

New Information:

- [Notice of Availability for the Raritan 506](#)
- [Stipulation and Order of Settlement and Dismissal](#)
- [HRE-Gowanus Basin Bay and Canal Feasibility Study Newsletter - August 2007](#)
- [Final 2007 Nationwide Permits Public Notice](#)
- [Notice of Availability of Finding of No Significant Impact of Demolition of Conrail Bridge and Environmental Assessment:](#)
 - [Final Notice of Availability](#)
 - [Final EA](#)

[Privacy and Security Notice](#)
[Disclaimer](#)

© U.S. Army Corps of Engineers - New York District

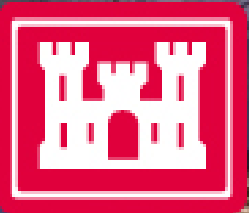
[USACE Home](#) [Div](#) [Dist](#) [Ctr](#) [Lab](#) [FOA](#)

You Are Here

For contents, contact: [CENAN-Public Affairs](#)
For technical questions, contact: [CENAN-WebMaster](#)

This page was last updated: 1/3/108

Visit us on the web for up-to-date and contact information <http://www.nan.usace.army.mil>



US Army Corps
of Engineers®
New York District

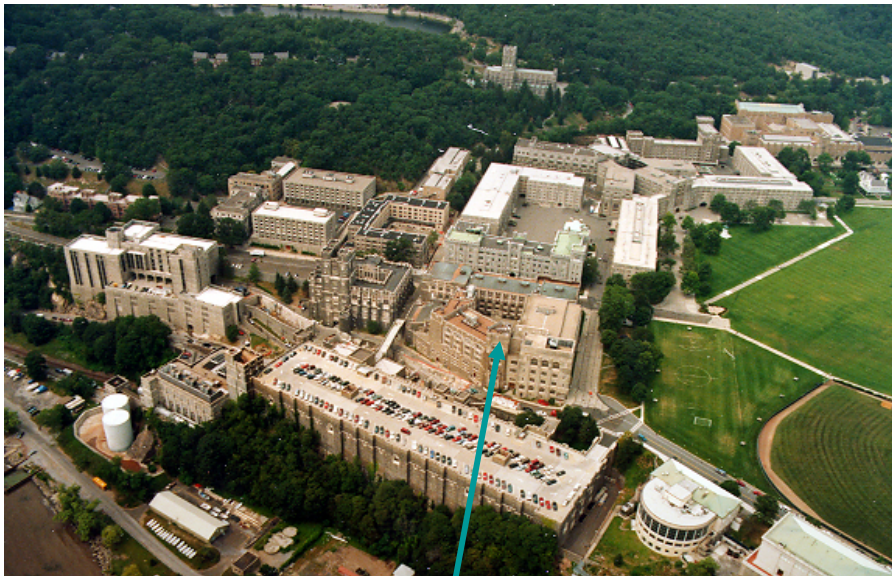
Upcoming
Projects



US Army Corps
of Engineers®
New York District

West Point, USMA

- USMA Prep School, BRAC, FY 9/10, >\$100M
- Science Building, Phase I, MCA, FY 09 \$25-100M
- Science Building, Phase II, MCA, FY 11 \$25-100M



Science Center

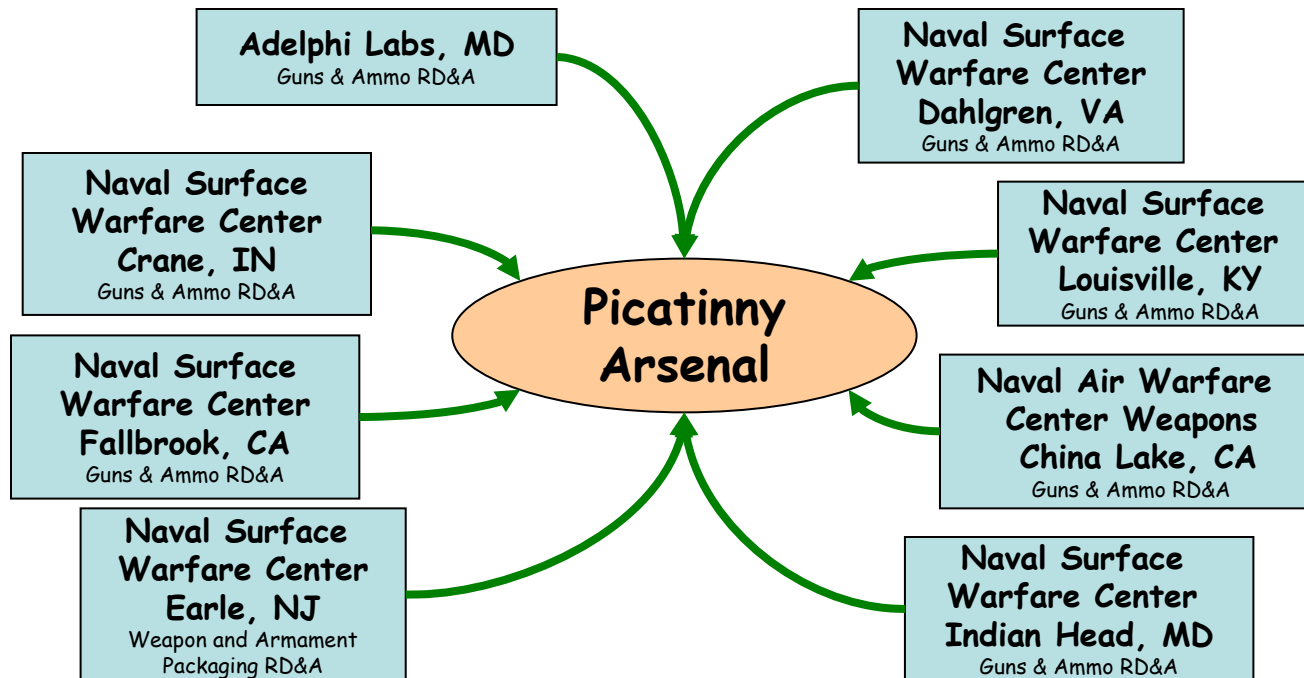


Prep School



US Army Corps
of Engineers®
New York District

BRAC Migration to Picatinny Arsenal, N.J.



- Weapons Handling Engineering Center, FY 09: \$10-25M
- Fuze Engineering Complex, FY 09: \$10-25M
- G&W Systems Tech Data Facility, FY 09: \$10-25M
- G&W Systems Lab, FY 09: \$10-25M



**US Army Corps
of Engineers®**
New York District

FY08 Potential MILCON AWARDS

Location	Description	RTA	Bid Type	Est. Range	PABQ
Ft. Drum	Guthrie Med. Clinic Add/Alt	Apr 08	F&O	\$25-100M	3 rd Qtr
Ft. Drum	ORTC	Jan 08	F&O	\$25-100M	3 rd Qtr
Ft. Drum	Chapel	Mar 08	Small Business	\$5-10M	3 rd Qtr
Ft. Drum	Physical Fitness Facility	Mar 08	Small Business	\$5-10M	3 rd Qtr
Ft. Drum	IED Facility	Jan 08	Small Business	\$1-5M	3 rd Qtr
Ft. Drum	Warrior In Transition	Jan 08	F&O	\$25-100M	3 rd Qtr



**US Army Corps
of Engineers®**
New York District

FY09 Potential MILCON AWARDS

Location	Description	RTA	Bid Type	Est. Range	PABQ
Ft. Drum	2 nd BCT Transform.	Sep 08	MATOC /SATOC	\$10-25M	1 st Qtr
Ft. Drum	3 rd BCT Transform.	Sep 08	MATOC /SATOC	\$25-100M	1 st Qtr
Ft. Drum	Company HQ Facility	Sep 08	MATOC /SATOC	\$25-100M	1 st Qtr
Ft. Drum	WIT, PH II	Sep 08	MATOC /SATOC	\$10-15M	1 st Qtr



US Army Corps
of Engineers®
New York District

Other Military Projects

- Picatinny Arsenal
 - Armament Integration Facility, FY 08 (3rd/4th Qtr), \$5-10M
 - Upgrade Dams, FY 08, \$1-5M (4th Qtr)

- Sea Girt, NJ
 - Solar Voltaic ECIP, FY 08 (4th Qtr), \$1-5M

- Ft. Hamilton
 - HVAC Upgrades, FY 08 (4th Qtr), \$1-5M

- Ft. Dix
 - Solar Voltaic ECIP, FY 09, \$1-5M



**US Army Corps
of Engineers®**
New York District

FY08 Potential Civil Construction Awards

Location	Description	RTA	Bid Type	Est. Range	PABQ
New Jersey	NY&NJ Hbr: S-KVK-1	Feb 08	F&O	\$50-75M	3 rd Qtr
New Jersey	NY&NJ Hbr: S-AN-1b	May 08	F&O	\$10-20M	4 th Qtr
New Jersey	NY&NJ Hbr: S-AM-2	May 08	F&O	\$1-5 M	4 th Qtr
New Jersey	NY&NJ Hbr: S-E-1	Mar 08	F&O	\$50-75 M	4 th Qtr
New Jersey	Raritan River	May 08	F&O	\$20-25M	4 th Qtr
Green Brook Floodwall and Pump Segment R2 Contract					
New Jersey	Joseph Minish, Contract 4A	Awarded Jan'08	F&O	\$4-5M	2 nd Qtr
New Jersey	Sandy Hook – Long Br. Renourishment Contract	Feb 08	F&O	\$8-10M	4 th Qtr
New York	Hoosic River, North Adams, MA	3 rd Qtr	8A Set Aside	\$250-300K	4 th Qtr



**US Army Corps
of Engineers®**
New York District

FY09 Potential Civil Construction Awards

Location	Description	RTA	Bid Type	Est. Range	PABQ
New Jersey	NY&NJ Hbr: S-NB-2	Dec 08	F&O	\$75-100M	2 nd Qtr
New Jersey	Raritan R. Green Brk R2 S. Main Street Closure	Feb 09	F&O	\$4-6M	3 rd Qtr
New Jersey	NY&NJ Hbr: S-AN-2	May 09	F&O	\$65-90M	3 rd Qtr
New Jersey	Raritan R, Green Brk R2 Rail Road Closure Contract	May 09	F&O	\$7-10M	4 rd Qtr



US Army Corps
of Engineers®
New York District

FY08 CAP Potential Civil Construction Awards

Location	Description	RTA	Bid Type	Est. Range	PABQ
New Jersey	Malapardis Brook	Jul 08	8A Set Aside	\$350-500K	4 th Qtr
New York	Gerritsen Creek	Jul 08	F&O	\$5M	4 th Qtr



US Army Corps
of Engineers®
New York District

FY09 CAP Potential Civil Construction Awards

Location	Description	RTA	Bid Type	Est. Range	PABQ
New York	Fulmer Creek	Jan 09	8A Set Aside	\$1-\$2M	3 rd Qtr
New York	Long Island Sound	Feb 09	8A Set Aside	\$250-\$500K	3 rd Qtr
New Jersey	Long Hill	Feb 09	F&O	\$5-\$7M	4 th Qtr
New York	Orient Harbor	Mar 09	8A Set Aside	\$750K-\$1M	4 th Qtr
New Jersey	Poplar Brook	May 09	F&O	\$7M	4 th Qtr



**US Army Corps
of Engineers®**
New York District

Civil FY08 AE Contract Advertisements

Description	Bid Type	Duration	Value	PABQ
IDC C-204, Design Services and Geophysical Investigation Services for Primarily Navigation Projects	Small Business	5 years	\$12M	4 th Qtr



US Army Corps
of Engineers®
New York District

FY08 Real Estate AWARDS

Contracts for Recruiting Leases

- 25 + Janitorial Contracts in New York and New Jersey
- 2 Maintenance/Service Contracts

U. S Army Corps of Engineers

**Service Disabled Veteran
Owned Small Business
Workshop**





US Army Corps
of Engineers®
New York District

The MILCON Project Process

Project Initiation (Installation Master Planning Section)

- Public Works Planning section is the Lead and is the customer's representative
- Project Originates from a Specific Action
- Meet with Customer to define requirements
- Determine Allowances / Authorizations
 - Use Army Facility Planning Tools
 - Utilize Standard Designs where applicable
- Assess Environmental impacts
- Choose project site and obtain site approvals
- Prepare initial DD 1391 and programming cost estimate



US Army Corps
of Engineers®
New York District

The MILCON Project Process

Project Execution (USACE)

- Advertise (Subject to Availability of Funds)
- Bid/Proposal Review Process
- Award Construction Contract (upon receipt of funds)
- Construction Management Phase
- Completed Facilities turned over to DPW
- DPW turns facilities over to using agency or unit.
- Warranty Period



US Army Corps
of Engineers®
New York District

Planning and Design Phase

- Planning Charrettes – define project requirements, concept plans, location & validate cost
- Design Charrettes – develop baseline for project design, including draft floor plans, mechanical/electrical sizing, preliminary grading plans, and draft cost estimate
- RFP/Full Design – develop project plans, specification, finalize costs and establish contract requirements for project advertisement and award

Types of Contracts, Opportunities



US Army Corps
of Engineers®
New York District

What Does the Corps Buy?

- Military Architect/Engineer Services
- Military Construction
- Civil Works – new and maintenance dredging, beach renourishment, environmental restoration, mitigation, drift removal, repairs to dams, rehabilitation, surveying
- Recruiting station upgrades – janitorial services, repairs, carpeting, painting
- Biological, environmental and cultural resources services
- Equipment



US Army Corps
of Engineers®
New York District

Design Services

- IDIQ Contracts:
 - 3 year term with a total maximum capacity of \$3M or 5 year term with a total maximum capacity of \$12M
 - Specific work ordered by task orders
 - Contract has a minimum guarantee
 - Minimum guarantees met with first task order
- Single Project Design Services



US Army Corps
of Engineers®
New York District

Construction Services

- **Design Bid Build:**
 - Full design prepared by Corps' A/E
 - Procurement of construction services is by invitation for bid
- **Design/ Build:**
 - Minimal design is provided by Corps
 - Selected contractor responsible for design and construction
 - Procurement is by request for proposals



US Army Corps
of Engineers®
New York District

Acquisition Methodology

- Negotiated Sole Source 8A –under \$3.5M
- Competitive 8A
- Small Business Set Asides – SDVOSB, HubZone, Small Business (non-construction)
- Unrestricted

*Who May Submit
Proposals?*



US Army Corps
of Engineers®
New York District

Small Business Programs

- Veteran-owned small business
- Service-disabled veteran-owned small business
- HubZone small business
- Small disadvantaged business
- Women-owned small business
- Small business
- FedBizOpps announcements specify if set-aside for any small business program
- Alaskan Native Corporations and Indian Tribes are small and small disadvantaged business



US Army Corps
of Engineers®
New York District

Small Business Set-Asides

- Only currently have authority to set-aside procurements for 8(a), HubZone, and Service Disabled Veteran Owned firms
- 8(a) set-asides can be single source (under \$3.5 million) or competitive
- Firms must be certified by SBA, if 8(a) or HubZone



US Army Corps
of Engineers®
New York District

Service Disabled Veteran-Owned Small Business Concern Program

- Veterans Entrepreneurship and Small Business Development Act of 1999 (PL 106-50)
- Annual government-wide goal of not less than 3 percent of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans
- Veterans Benefits Act of 2003 (PL 108-183) provides for procurement set-asides for SDVOSB



US Army Corps
of Engineers®
New York District

Definitions

- Veteran – person who served in the active military, naval or air service, and who was discharged or released under conditions other than dishonorable
- Service Connected Disability – disability was incurred or aggravated in line of duty in the active military, naval or air service
- Service-Disabled Veteran – person who served in the active military, naval or air service, and who was discharged or released under conditions other than dishonorable and whose disability was incurred or aggravated in the line of duty
- Service-Disabled Veteran-Owned Small Business Concern (SDVOSB)– small business concern owned and controlled by a Service-Disabled Veteran



US Army Corps
of Engineers®
New York District

Eligibility Requirements

- SDV must have a service-connected disability that has been determined by the Department of Veterans Affairs or DOD
- SDV small business concern must be small under the NAICS code assigned to the procurement
- SDV must unconditionally and directly own 51% of the concern (or if publicly owned, 51% of stock is owned by SDV)
- SDV must control the management and daily operations of the concern
- SDV must hold the highest officer position in the concern (for partnerships, SDV must be general partner)



US Army Corps
of Engineers®
New York District

Verification of Status as Serviced-Disabled Veteran

- Adjudication letter from Veterans Administration, DOD Form 214, Certificate of Release or Discharge from active duty, or a Statement of Service form the National Archives and Records Administration, stating that the veteran has a service-connected disability
- Self-certification process for procurements



US Army Corps
of Engineers®
New York District

Challenges to Status

- The Contracting Officer or another bidder/offeror may protest the apparent successful offeror's SDVOSB status
- Small Business Administration verifies eligibility
- Offerors must ensure they certify themselves as a SDVOSB when completing Representations and Certifications
- Consider registration in the Federal Portal for Veterans in Business



US Army Corps
of Engineers®
New York District

Joint Ventures

- SDVOSBs may enter into a joint venture agreement with one or more other small business concerns
- Each concern must be small under the size standard corresponding to the applicable NAICS code – large business cannot participate
- Prime contractor must perform 15% of the cost of the contract with its own employees (for speciality construction, 25%) (not including the cost of materials) – applies to cooperative effort of the joint venture partners, not its individual members



US Army Corps
of Engineers®
New York District

Joint Venture Agreements

- In general, JV agreement must:
 - Set forth purpose of the JV
 - Designate SDVOSB as managing venturer and one of its employees as project manager
 - State not less than 51% of net profits will be distributed to SDVOSB
 - Specify responsibility of the parties for negotiation, contract performance, and source of labor
 - Obligate all parties to ensure performance
 - Require manager partner to retain records
- Corps cannot help prepare the agreement

*Registering to Do
Business With the
Government*



US Army Corps
of Engineers®
New York District

Central Contractor Registration

- Prospective contractors shall be registered in the CCR database prior to award of a contract or agreement.
- Enter your registration on-line through the World Wide Web (www):
 - Step 1: Access the CCR online registration through the CCR home page at <http://www.ccr.gov>. Click on “Start New Registration.” You must have a Data Universal Numbering System (D-U-N-S) Number in order to begin the registration process.
 - Step 2: Complete and submit the online registration.
- You are responsible for updating all of your registration information as it changes, including ensuring that all changes to D&B and IRS are reflected in your CCR registration
- Must renew your registration at least every 12 months

WWW.CCR.GOV

The screenshot shows the Central Contractor Registration (CCR) website as it appeared in 2007, viewed through Microsoft Internet Explorer. The browser's address bar shows the URL <http://www.ccr.gov/>. The website features a header with the CCR logo and a navigation bar with links to Home, Contractors, Grantees, International Registrants, Small Businesses, Help, and a status indicator for 450870 Active Registrants. A left sidebar contains links for registration and search functions. The main content area includes a welcome message, a detailed announcement about a system update on December 3, 2007, and a section for frequently asked questions. The footer includes the USA.gov logo and a taskbar at the bottom with various open applications.

Central Contractor Registration (CCR) - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail W Word PDF Links

Address <http://www.ccr.gov/> Go

CENTRAL CONTRACTOR REGISTRATION

Home | Contractors | Grantees | International Registrants | Small Businesses | Help | **450870 Active Registrants**

Start New Registration
Update or Renew Registration
Search CCR
Dynamic Small Business Search
Request Access to CCR Data
Security Notice

Welcome to Central Contractor Registration (CCR)

Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition missions. Click [here](#) to learn more about CCR Policy and Background.

Related Links

- [Online Representation and Certification \(ORCA\)](#)
- [Small Business Administration \(SBA\)](#)
- [D&B Web Form for DUNS Number Request](#)

Most Recent Changes

CCR Update Change: On Monday, December 3, 2007, the Central Contractor Registration (CCR) system Update module was updated to release 4.07.3.4. This release includes a realignment of the Corporate Information Page to better define the allowable Business Types with CCR Organization types. This update will require reentry of your CCR Organization and Business types on your next update or renewal. Release Notes are on-line to fill you in on the change at [Release Notes](#)
Posted: 11/26/2007 3:15:20 PM Eastern Time

What do I need to know about registering in CCR? CCR is intended for the registration of businesses and organizations only. [Read more](#)

Home | Contractors | Grantees | International Registrants | Small Businesses | Help |

USA.gov
Government Made Easy

start | Inboxes - Micro... | Fairbook22.ppt... | Connected - Bl... | Microsoft Powe... | Central Contra... | 7:44 AM



US Army Corps
of Engineers®
New York District

On-line Representations and Certifications (ORCA)

- Online Representations and Certifications Application will replace most of the paper based Representations and Certifications (Reps and Certs)
- CCR and ORCA are complementary systems. ORCA reuses data pulled from CCR and pre-populates many of the required Representations and Certifications.
- On-line system that is located on the Internet. The ORCA site can be found by going to <http://www.bpn.gov>



US Army Corps
of Engineers®
New York District

Federal Business Opportunities

- Government-wide website to find out what procurements are currently advertised
- Federal Business Opportunities Web Site www.fbo.gov

www.fbo.gov

Federal Business Opportunity - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Reload Home Search Favorites

Address <http://www.fbo.gov/> Go Links

FedBizOpps

Federal Business Opportunities

★ Quick Search

★ Advanced Search

★ General Information

- ▶ Section 508 Vendor Notice
- ▶ Interface Description
- ▶ Procurement Classification Codes
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ Privacy and Security Statement

- ▶ Privacy and Security Statement

★ FedBizOpps News

- ▶ What's New?
- ▶ FBO Awards
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Hurricane Emergency Contracting Information

Click [HERE](#) for information on registering your business capabilities to assist in the Hurricane disaster relief efforts.

FedBizOpps
BUYERS

FedBizOpps
VENDORS

★ Related Links

- ▶ Business Partner Network (BPN)
- ▶ Central Contractor Registration (CCR)
- ▶ Online Repts & Cert Application (ORCA)
- ▶ Demo FBO
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Grants
- ▶ USA.gov
- ▶ Minority Business Development Agency
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ IAE
- ▶ FedTeds
- ▶ Vendor Notification Service

★ Contact Information

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

E-GOV The FedBizOpps Team is committed to Section 508-compliant accessibility. Integrated Acquisition Environment IAE

start Microsoft Office O... Connected - BlackBer... Microsoft PowerPoint ... Federal Business Opp... 7:52 AM

Vendors

Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Print Mail Address Book

Address <http://vsearch1.fbo.gov/servlet/SearchServlet> Go Links

Vendors

Federal Business Opportunities

Search Results

Matching Documents Grouped by Organization and Posted Date

(Links may not be active for 1-2 hours after they first appear)

Active Postings: 52/147580 Page 1 of 2

February 27, 2008

Agency: [Department of the Army](#)
Office: U.S. Army Corps of Engineers
Location: U.S. Army Engineer District, New York
Posted: February 27, 2008
Type: Technical Data Package (TDP) 03
Title: [Y--Infrastructure Upgrades at Fort Drum, New York](#)
SOL: W912DS-08-R-0008

February 25, 2008

Agency: [Department of the Army](#)
Office: U.S. Army Corps of Engineers
Location: U.S. Army Engineer District, New York

★ **Find Business Opportunity**

★ **Vendors Links**

- ▶ Federal Acquisition Regulation (FAR)
- ▶ Vendor Feedback Email
- ▶ Vendor Notification Service
- ▶ Vendors User Guide

★ **General Information**

- ▶ Section 508 Vendor Notice
- ▶ Interface Description
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ **Contact Information**

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

★ **FedBizOpps Home**

- ▶ FedBizOpps Home
- ▶ FedBizOpps Buyers
- ▶ FedBizOpps Vendors

start 2 Microsoft Office O... Connected - BlackBer... Microsoft PowerPoint ... Search Results - Mic... 7:54 AM



US Army Corps
of Engineers®
New York District

Federal Technical Data Solutions

- Vendor/Users/Contractors locate business opportunities as usual (e.g., FedBizOpps or ASFI)
- A link posted with the business opportunity directs Vendor Users to a specific page on Federal Technical Data Solutions (FedTeDS) for the data
- Registered Vendor Users login to FedTeDS and can download data for that business opportunity
- Vendor Users cannot search FedTeDS for business opportunities or data; they must navigate to FedTeDS by way of a link provided by FedTeDS



US Army Corps
of Engineers®
New York District

What is FedTeDS?

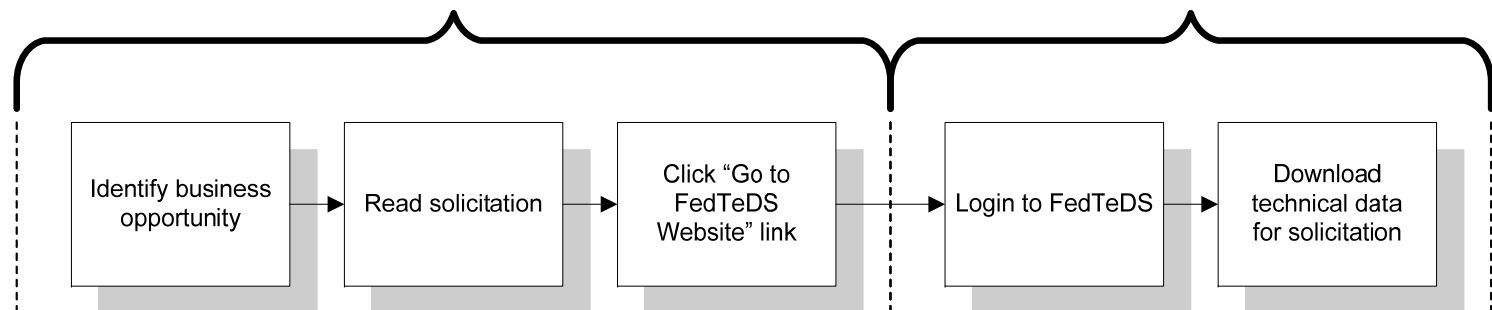
- **Federal Technical Data Solutions → FedTeDS**
- Web-based document distribution tool for acquisition-related Sensitive But Unclassified (SBU) information

Solicitation in FedTeDS



Public Solicitation Site

FedTeDS



View of Hyperlink

FedTeDS Vendor Login - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Reload Home Search Favorites RSS Print Mail Address Book

Address <https://www.fedteds.gov/fedteds/start.nsf/frm.VendorLogin?OpenForm&SolicitationNumber=W912QR-06-R-0020>

FedTeDS.gov Federal Technical Data Solutions **E-GOV**

[Home](#) | [Mission](#) | [Contact Us](#) | [Help](#) | [FAQs](#) | [Security Notice](#)

Welcome to the Federal Technical Data Solution (FedTeDS) website


The link you are trying to access for the following solicitation requires you to login.

Solicitation Number: **W912QR-06-R-0020**

Please enter your username and password below and click "Login".

Username:

Password:
(case sensitive)

 Login

[→ Forgot Your Password?](#) [→ Register with FedTeDS](#)

*Architect/Engineering
Services*



US Army Corps
of Engineers®
New York District

A/E Selection Process

- Announcements for A/E services are advertised in FedBizOpps
- Respond by Submitting your qualifications on Standard Form 330
- Evaluation Board selects the most highly qualified firm and enters into negotiations
- Unsuccessful firms may request a debriefing



US Army Corps
of Engineers®
New York District

Selection Boards

- Evaluation Board evaluates the A/E's qualifications and ranks the firms
- Price is not a factor during the selection
- Negotiations are held with the most highly qualified firm



US Army Corps
of Engineers®
New York District

Selection Criteria

- Primary Selection Criteria
 - Specialized Experience and Technical Competence
 - Professional Qualifications
 - Past Performance
 - Capacity
 - Knowledge of the Locality
- Secondary Selection Criteria
 - Small Business and Small Disadvantaged Business Participation
 - Geographic Proximity
 - Volume of DoD Contract Awards



US Army Corps
of Engineers®
New York District

Standard Form 330

- Architect-Engineer Qualifications Form
- Part I – Contract Specific Qualifications
 - Proposed Team
 - Organizational Chart of Proposed Team
 - Resumes of key personnel
 - Example Projects
- Part II – General Qualifications
 - Profile of Experience and Annual Average Revenues

The Government Procurement Process



US Army Corps
of Engineers®
New York District

Sources Sought

- Method of conducting market research
- May be project specific or programmatic
- May ask if there are interested SDVOSB, HubZone, 8(a), etc. firms
- May be asked to submit evidence of bonding capacity and past experience
- Used to determine acquisition strategy, including whether procurement can be set-aside for a SB category
- Timely responses critical



US Army Corps
of Engineers®
New York District

Contract Requirements

- Solicitation sets forth all of the terms and conditions of performance, including:
- Bonding requirements
- Plans and specifications
- Storm Water Prevention Protection Plan
- Completion date and liquidated damages
- Davis-Bacon Act wage rates
- Buy American Act
- Safety requirements
- Contract clauses



US Army Corps
of Engineers®
New York District

Invitation For Bids

- Invitation for Bids (IFB) - method of contracting that employs competitive bids, public opening of bids
- No discussions
- Award made to responsible bidder whose bid, conforming to the invitation for bids (responsive), will be most advantageous to the Government, considering only price and the price-related factors included in the invitation.



US Army Corps
of Engineers®
New York District

Invitation For Bids, cont.

- Responsive - To be considered for award, a bid must comply in all material respects with the invitation for bids.
- Bid may be non-responsive if:
 - fails to acknowledge receipt of amendment
 - fails to complete Price Schedule(s)
 - fails to submit bid bond in proper form and amount
 - adds any conditions or deviations from solicitation



US Army Corps
of Engineers®
New York District

Bid Bonds

- Bid Bond – required for all construction projects in excess of \$100,000
 - Penal sum – 20 percent of bid price not to exceed \$3 million
 - Must be included with bid/offer



US Army Corps
of Engineers®
New York District

Late Bids

- IFB will specify exact date and time for receipt of proposals
- Bids received after the specified time are late and may not be considered
- An exception may be where Government mishandling is the cause for the late receipt
- Late delivery by overnight carriers is not an exception
- Same rule applies to proposals



US Army Corps
of Engineers®
New York District

Request for Proposals

- FAR 15.203, Requests for Proposals.
- Requests for proposals (RFPs) are used in negotiated acquisitions to communicate Government requirements to prospective contractors and to solicit proposals. RFPs for competitive acquisitions shall, at a minimum, describe the
 - Government's requirements;
 - Anticipated terms and conditions that will apply to the contract
 - Contract clauses

RFP, cont.

- The solicitation may authorize offerors to propose alternative terms and conditions
- Information required to be in the offeror's proposal;
 - request only that information which will be used in the evaluation
- Factors and significant subfactors that will be used to evaluate the proposal and their relative importance
- Relationship of price
- Evaluation factors must be consistent with approved evaluation plan



US Army Corps
of Engineers®
New York District

Components of the RFP

- Contract Clauses, Solicitation Requirements, Proposal Requirements, including Price Schedule
- Performance & Prescriptive Specifications
- Reference Drawings
- Proposal submission requirements
- Proposal page limitations



US Army Corps
of Engineers®
New York District

Best Value Negotiated Procurements

- Two types:
 - Trade Off – price is not necessarily the determining factor to be awarded the contract
 - Lowest Priced Technically Acceptable (LPTA) – the lowest priced technically acceptable offeror will be awarded the contract
- Both methods conducted using negotiated processes, including a Request for Proposals (RFP)



US Army Corps
of Engineers®
New York District

Lowest Price Technically Acceptable (LPTA)

- Process used when best value is expected to result from the selection of the technically acceptable proposal with the lowest price.
- Evaluation factors are listed in the solicitation.
- Trade-Offs are not permitted.
- Contract is awarded to the lowest price which is technically acceptable.



US Army Corps
of Engineers®
New York District

Tradeoff

- Tradeoff process may be used if:
 - requirements are difficult to define or complex
 - expect measurable differences in design, performance, quality, reliability
 - services not clearly defined or highly skilled personnel required
 - willing to pay extra for additional capability, less risk, etc.
- Government may consider award to other than the lowest priced offeror or other than the highest technically rated offeror.



US Army Corps
of Engineers®
New York District

Tradeoff Process

When using a tradeoff process, the following apply:

- The solicitation shall state whether all evaluation factors other than cost or price, when combined, are significantly more important than, approximately equal to, or significantly less important than cost or price.
- All evaluation factors and significant subfactors that will affect contract award and their relative importance shall be clearly stated in the solicitation.



US Army Corps
of Engineers®
New York District

Proposal Evaluation - Past Experience and Performance

- Offeror Demonstrates Experience by providing Recent and Relevant Design-Build Experience and/or Design/Bid/Build Experience
- Offeror Provides Performance and Evaluation Information on the Past Performance Customer Questionnaire for Projects Submitted under Past Experience
- Past Performance is NOT the same as Past Experience



US Army Corps
of Engineers®
New York District

Past Experience

- Requires offerors to submit recent and relevant past experience
- Projects should be of similar scope, magnitude, and complexity
- Must be recent – typically not more than 5-7 years
- RFP may state that the past experience of a significant subcontractor may be considered



US Army Corps
of Engineers®
New York District

Past Performance

- The solicitation shall describe the approach for evaluating past performance, including evaluating offerors with no relevant performance history, and shall provide offerors an opportunity to identify past or current contracts (including Federal, State, and local government and private) for efforts similar to the Government requirement.

Sample RFP Requirement - Utilization of Small Business Concerns

- All Offerors (both small and large) shall identify the extent to which Small Businesses (SBs), Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), HUBZone Small Businesses, Small Disadvantaged Businesses (SDBs), Woman-Owned Small Businesses (WOSBs) will be utilized in the performance of proposed contract.
- For small businesses, as defined by the NAICS Code applicable to this solicitation, the offeror shall identify its own participation as a SB, VOSB, SDVOSB, HUBZONE SB, SDB or WOSB and it will be considered in evaluating this factor.
- Small business utilization requirement is not the same as a subcontracting plan.



US Army Corps
of Engineers®
New York District

Small Business Goals

- The President is required to annually establish Government-wide goals for procurement contracts awarded to small businesses (Section 644(g) of 15 U.S.C.). The Office of Small Business Programs, Office of Secretary of Defense, negotiates DOD goals with the Small Business Administration and then develops and disseminates the annual small business goals for the fiscal year. Goal utilization assists to assure small business receives a fair proportion of DOD awards. Each major buying activity within the Army is assigned Small Business Goals to achieve during the given fiscal year.



US Army Corps
of Engineers®
New York District

Corps Targets for Prime Contractors

- FY08 Targets:
 - SB 40.0%
 - SDB 18.0%
 - WOSB 5.8%
 - HUB 10.0%
 - SDVOSB 2.0%
 - HBCU/MI 13.0%



US Army Corps
of Engineers®
New York District

Subcontracting Program

- The purpose of the subcontracting program is to give the various small business categories the maximum practicable opportunity to participate in the subcontracts awarded by Government prime contractors.
- Requires any contractor receiving a contract for more than the simplified acquisition threshold to agree that the various small business categories will have the maximum practicable opportunity to participate in the contract performance.
- In purchases of \$550K or more (\$1M for construction contracts) a large business firm must submit and obtain approval of their Small Business Subcontracting Plan from the Contracting Officer prior to receiving the award. That plan must contain various small business subcontracting goals and a plan for meeting those goals. FAR 19.7



US Army Corps
of Engineers®
New York District

Contractor Subcontracting Targets

- FY08 Targets:
 - SB 70.0%
 - SDB 6.2%
 - WOSB 7.0%
 - HUB 9.8%
 - SDVOSB .9%
 - VOSB 3.0



US Army Corps
of Engineers®
New York District

Proposal Deficiencies

- Deficiency is a material failure of a proposal to meet a Government requirement or a combination of significant weaknesses in a proposal that increases the risk of unsuccessful contract performance to an unacceptable level.
- Failure to include following may constitute a deficiency:
 - Bid Bond – must be equal to 20% of bid price or \$3,000.000, whichever is the lesser
 - Representations and Certifications – size certification, debarment, etc.
 - Required proposal volumes – READ RFP – will include at minimum, technical and price volumes
 - Proper number of pages – RFP will advise as to maximum number of pages for proposal
 - Past performance questionnaires
 - Incomplete/unsigned SF 1442



US Army Corps
of Engineers®
New York District

Discussions

- Discussions are tailored to each offeror's proposal.
- Based on the deficiencies identified during evaluation.
- Conducted by the contracting officer with each offeror within the competitive range.
- Primary objective of discussions is to maximize the Government's ability to obtain best value, based on the requirement and the evaluation factors set forth in the solicitation.



US Army Corps
of Engineers®
New York District

Proposal Revisions

- If an offeror's proposal is eliminated or otherwise removed from the competitive range, no further revisions to that offeror's proposal shall be accepted or considered.
- Final proposal revisions evaluated in same manner as original proposals.
- May have multiple rounds of discussions.
- At the conclusion of discussions, each offeror still in the competitive range shall be given an opportunity to submit a final proposal revision.
- The contracting officer is required to establish a common cut-off date only for receipt of final proposal revisions.
- Requests for final proposal revisions shall advise offerors that the final proposal revisions shall be in writing and that the Government intends to make award without obtaining further revisions.



US Army Corps
of Engineers®
New York District

Unsuccessful Offerors

- The contracting officer will notify offerors promptly in writing when their proposals are excluded from the competitive range or otherwise eliminated from the competition.
- The notice will state the basis for the determination and that a proposal revision will not be considered.
- Within 3 calendar days after the date of contract award, the contracting officer shall provide written notification to each offeror whose proposal was in the competitive range but was not selected for award) or had not been previously notified
- Notice shall include --
 - The number of offerors solicited;
 - The number of proposals received;
 - The name and address of each offeror receiving an award
- Will advise how to obtain a debriefing



US Army Corps
of Engineers®
New York District

Successful Offeror

- Must timely submit performance and payment bonds (penal sum of each is equal to contract price) prior to Notice To Proceed being issued.
- Proof of Insurance – must be in specified amounts. Certificate of insurance must set forth agreement to provide 30 day notice prior to cancellation
- Failure to timely submit may result in termination for default

Construction Contract Administration



US Army Corps
of Engineers®
New York District

Post Award

- Pre-work Meeting
- Preconstruction Meeting
- Design Phase
 - Design Reviews
- Problem solving-Team Meetings
- Partnering Meetings



US Army Corps
of Engineers®
New York District

Required Submissions

- Safety/accident prevention plan*
- Design & construction quality control plan*
- Environmental protection plan*
- Schedule
- Davis-Bacon Act payrolls
- QC reports

*submitted prior to starting work

Service Contracts



US Army Corps
of Engineers®
New York District

Service Contracts

- Service contracts may be for testing, demolition, biological, environmental or cultural resources, and other non-construction services



US Army Corps
of Engineers®
New York District

Contractor Manpower Reporting (CMR)

- Applies to service contracts, including A/E
- CMR system is a business process to collect information on funding source, contracting vehicle, organization supported, mission and function performed, and labor hours and costs for contracted efforts.
- Contractors report actual labor hours, dollars, and other information directly from their accounting systems directly into this system using their existing timekeeping, personnel, accounting systems as well as information supplied with the contract.
- Separate CLIN for cost of reporting



US Army Corps
of Engineers®
New York District

NEW YORK DISTRICT CONTACTS

- Office of Small Business Programs

Gregory Cuyjet

(917) 790-8004

GREGORY.CUYJET@USACE.ARMY.MIL

- Contracting Division

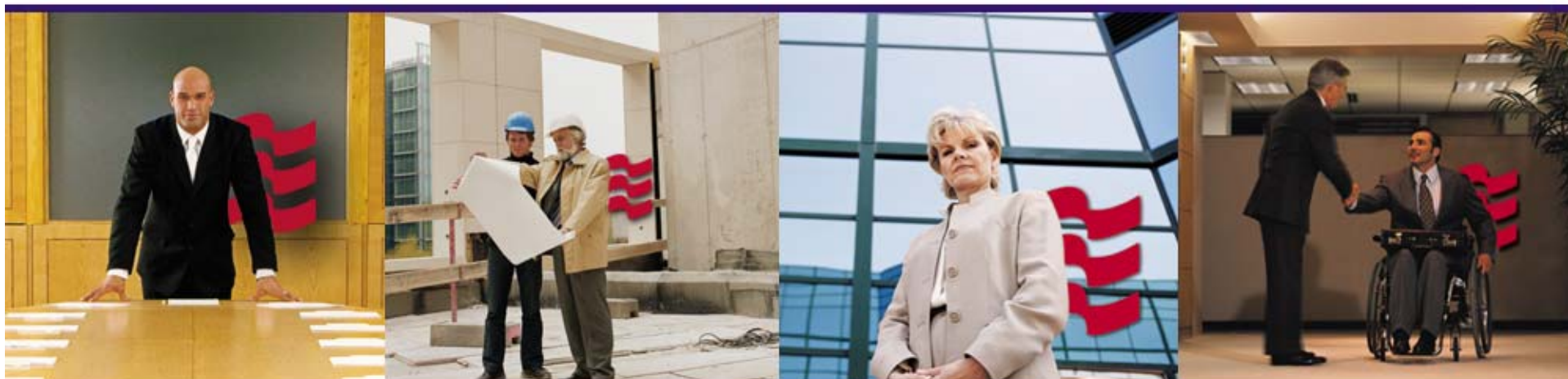
Ella Snell

(917) 790-8070

ELLA.D.SNELL@USACE.ARMY.MIL



VETERANS IN BUSINESS-STILL SERVING AMERICA



SDVOSB SMALL BUSINESS WORKSHOP

Watertown, NY

March 13, 2008



US DEPARTMENT OF VETERANS AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE

Center for Veterans Enterprise

- Office of the Secretary Organizational Element
- 17 FTE in 3 Units:
 - Business Development
 - Business Expansion
 - Communications
- **Mission:**
 - “We promote business ownership and expansion for veterans and service-disabled veterans.”
- **Objective:**
 - **Expand** the Business Base thru Structured Growth
- Established February 2001



Legislative Authority

- PL 105-135: VBOC Program
- PL 106-50: Federal SDVOSB Program
- PL 106-554: Two Subcontracting Goals
- PL 108-183: SDVOSB set-aside
- EO 13360: Strategic Plans
- PL 109-461 Veterans First! in VA
- PL 110-186 (2008) - P.L. 110-186, The Military Reservist and Veteran Small Business Reauthorization and Opportunity Act of 2007



Federal Business Definitions

- **Veteran** –
 - US Military; other than dishonorable discharge
 - Activated Reservists & National Guard members
- **Service-Connected Disability** –
 - 0% - 100% Rating
 - Documentation: VA letter or DoD documents
- **Small Business** – defined by SBA; details online
- **51% Owned and Controlled** – for significantly injured, spouse or personal caregiver may run daily ops



SDVOSBs – What is in it for you?

- Performance Under Pressure
- Responsive
- May be less expensive yet better value
Pre-Paid American Investment
- \$480K to graduate from military academy



What Can CVE Do for You?

- **Customized Market Research**
- **Videoconference Vendor Meetings**
- **Help Desk Services**
- **Benchmarking & Best Practices**
- **Awareness Program -**
 - Videos
 - Posters
- **Recognition!**



Statutory Foundation for VIP

- Annually Notify Veterans in Business about help services
- Distribute Lists of Service-Disabled Veteran-owned Businesses to Federal Agencies
- Verify ownership and control of SDVOSBs and VOSBs
- Privacy Act compliant



Eligibility Requirements

- Businesses must be registered in VetBiz.gov Vendor Information Pages (VIP).
- VA will verify the ownership and control of the company and the status of veteran owners.
- Businesses in the VIP database on Dec 22, 2006 are presumed eligible for one year.
- Some surviving spouses are eligible for 10 years unless they remarry or sell their ownership interest.
 - Veteran was rated 100% service-connected; or
 - Veteran died as a direct result of service-connected injury.

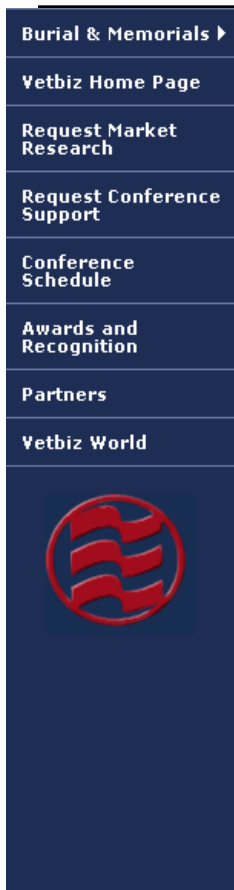


About VetBiz VIP

- Data Repository for Statutory Duty to Annually Notify Veterans in Business About Available Help Resources
- Satisfies Annual Duty to Inform Federal Agencies of SDVOSB Products, Services and Contact Information
- Links to CCR; CA DGS
- Anyone Can Create Provisional Entry; Owner Finalizes
- Vendor Validates Vet Status, SB Size & 51% Question
- Provides Rapid Communications to Owners
- Recognized by OFPP & SBA (4/03, 4/04)
- Sends FedBizOpps Notices and VA Forecast Postings to Firms
- New Video streaming Feature – 3 minute film clip



Finding SDVOSBs & VOSBs



☐ Service Disabled Veteran Owned Small Business ☐ Veteran Owned Small Business

NAICS Code

Geographical Area of Search

Point Of Contact

Telephone Number

Email Address

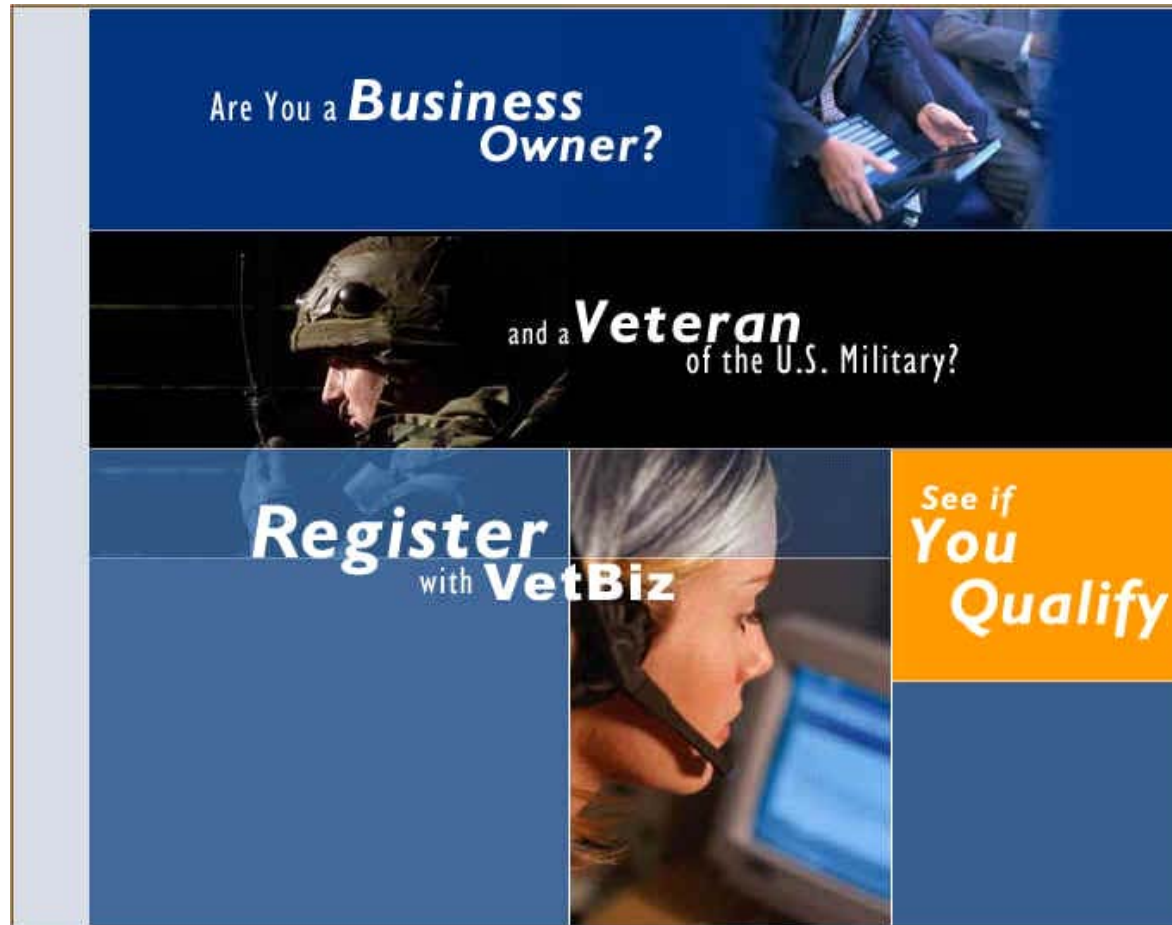
Additional Requirements

[Please click here for keyword search on NAICS code!](#)

Customized
market research
reports



Online VetBiz Vendor Information Pages



VETBIZ.gov

Search for a
Business

Register Your
Business

Update a
Business Profile

Help

Veteran
Resources

Contact CVE

Home

Search for a *Business*

Help Quick Search Criteria:

Business Name

State/Territory

Government Business

Service-Disabled VOSB

FSS

8(a)

HUBZone

WOSB

SDB

Click on link
to lookup number

NAICS

Keyword(s) Search

Help

Help

Help

Help

Help

Help

Help

Help

Help

Search

Reset Form

Customized Search

National Veterans Conference

- Caesars Palace Las Vegas July 7-10, 2008
- www.nationalveteransconference.com
- Conference Hotline 703 695 3220
- 1300 participants in 2007
- Legislative Update
- Sponsored by Interagency OSDDBU Directors



CVE Partners



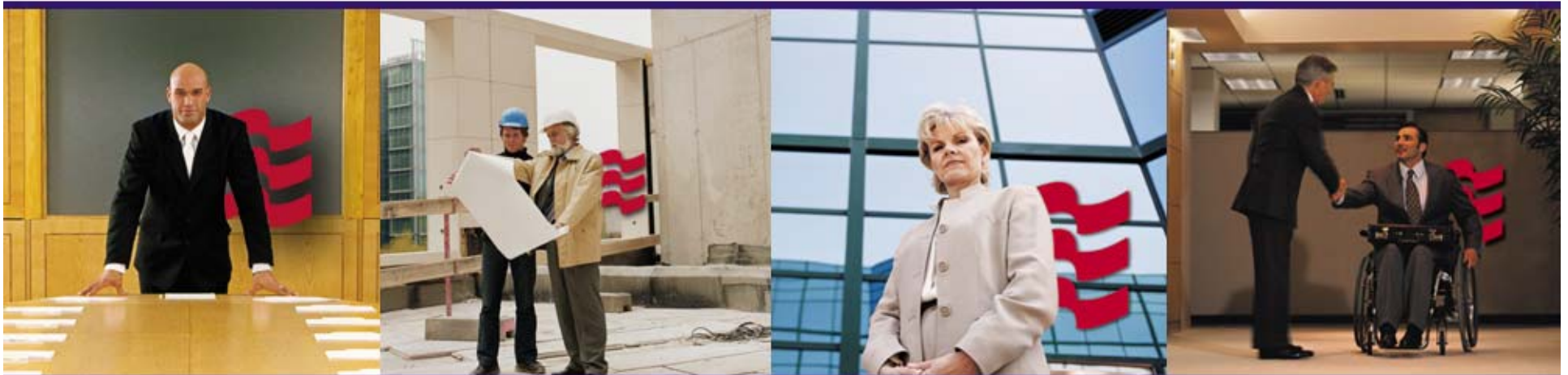
Contact Us

- Email: VACVE@va.gov
- 202.303.3260
- 866.584.2344 toll free for veterans
- www.VetBiz.gov





VETERANS IN BUSINESS-STILL SERVING AMERICA



Because Veterans Is Our First Name



US DEPARTMENT OF VETERANS AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE

SBA's Loan Programs

U.S. Small Business Administration



Your Small Business Resource

New Jersey District Office

Facts

SBA is the largest provider of long term small business financing in the nation.

	Dollars	Loans
• FY 2006 Nation	\$19.1 Billion	100,197
• FY 2006 NJ	\$ 606 Million	3,520
• FY 2007 Nation	\$ 20.6 Billion	110,275
• FY 2007 NJ	\$ 585 Million	3,557
(as of 3-31-08)		
• FY 2008 Nation	\$ 8.9 Billion	44,181
• FY 2008 NJ	\$238 Million	1,390

How It Works

- SBA Does Not Lend Money Directly
- SBA Guarantees Loans Made By Private Lenders
- Business Applies to a Lender

How it Works

The lender decides if:

- they will process the application under their own established lending criteria or
- with the SBA guaranty
- If lender does not mention SBA – ASK!

How it Works

If the lender decides not to process the application, even with an SBA guaranty, the SBA can not influence their decision.

You should apply to another lender.



New Jersey District Office

SBA Eligibility

The business must:

- Be For-Profit
- Be independently owned and operated
- Have reasonable owner equity to invest
- Meet SBA Size Standards

(see www.sba.gov/size/sizetable/2002.html)

- U.S. citizen or a legal resident

SBA Ineligibility

- Not-for-profit
- Lending Activities
- Speculation
- Real Estate Investment
- Pyramid Sales Plans
- Gambling Activities
- Illegal Activities



New Jersey District Office

SBA's Business Loan Programs

- 7(a) Loan Guaranty
- 504 CDC Loan
- 7(m) MicroLoan

7(a) Loan Guaranty Program

SBA's Primary Business Loan Program

SBA guarantees up to 85% of a loan made by private lender

Maximum Loan - \$2 million

Maximum SBA Guarantee - \$1.5 million



New Jersey District Office

7(a) Loan Guaranty Program

- **Interest Rate** - Negotiated with lender
SBA sets maximum
Loans under \$50k may be higher
- **Maturities** - Generally longer term
5-10 years for working capital
25 years for real estate
- **Fees** - Based on loan maturity and
amount of the SBA guaranty
Range from 0.25% to 3.75%

7(a) Loan Guaranty Program

Loans can be used for most sound business purposes

- working capital
- machinery & equipment
- furniture & fixtures
- land & building – purchase/construction
- leasehold improvements



New Jersey District Office

SBA*Express* Loan Program

- **Maximum Amount** **\$350,000**
- **SBA Guaranty** **50%**
- **Use of Proceeds**
May be used as a term loan or as a revolving line of credit.
- **Maturity**
- **Working capital is 5-10 years. Fixed assets up to 25 years. Revolving line of credit, the maximum maturity is 7 years.**
- **Interest Rates**
- **Negotiated with lender; loans \$50K may be higher.**



New Jersey District Office

Patriot Express

- **Eligible military community members include:**
 - Veterans/service disabled veterans**
 - Active duty military eligible for TAP**
 - Reservists and National Guard Members**
 - Current spouses of any of the above**
 - Widowed spouse of service member/veteran who died during service or of a service-connected disability**
- ♦ **Loans up to \$500,000**
- ♦ **SBA Guaranty of up to 85%**
- ♦ **Free business management counseling**



New Jersey District Office

504 Loan Program

Through Certified Development Company

- Long term fixed rate financing
- Acquire fixed assets
- Loan limits

General projects up to \$2 million

Manufacturing projects up to \$4 million



New Jersey District Office

504 Loan Program

Typically, a 504 project includes:

- A third party loan from a private-sector lender covering 50% of the project cost
- A 504 loan made by a CDC covering 40% of the project cost
- A contribution of at least 10% equity from the borrower

7(m) MicroLoan Program

- Loans made by private, non-profit intermediaries
- Small businesses and Not-For-Profit Child Care Centers
- Up to \$35,000 New Jersey District Office
- Management & Technical Assistance may be provided



New Jersey District Office

Where Do I Apply?

It's always best to start where they know you.

- Start at your current bank of account
- Try other SBA Participating Lenders



New Jersey District Office

Present Your Proposal To An SBA Lender

SBA's NJ Top Lenders as of 2-29-08

JPMorgan Chase Bank
Bank of America
PNC Bank
Innovative Bank
Commerce Bank
BNB Bank
Banco Popular
Millennium bcpbank
Capital One Bank
Sovereign Bank

Washington Mutual Bank
NJ Business Finance Corp.
Valley National Bank
Unity Bank
1st Constitution Bank
Susquehanna Patriot Bank
New Millennium Bank
First State Bank
Central Jersey Bank
CitiBank, N.A.

For complete lender list, see <http://www.sba.gov/nj/lenderslist.html>



New Jersey District Office

Remember!

Good preparation can make the difference between getting a loan and being declined.

Free Loan Proposal Assistance
Small Business Development Center
www.njsbdc.com

Free Business Plan Assistance
Small Business Development Center
www.njsbdc.com

SCORE - Counselors to America's Small Business
www.score.org

Women's Business Centers
www.njawbo.org
www.womensventurefund.org



New Jersey District Office

Read online at
www.sba.gov/nj/

For a copy, e-mail
Ursula.sanders@sba.gov



New Jersey District Office

U.S. Small Business Administration

SBA
Your Small Business Resource

Programs and services to help you **start, grow and succeed**

> En Español

Search SBA

Home	SMALL BUSINESS PLANNER	SERVICES	TOOLS	LOCAL RESOURCES
About SBA				
Newsroom				
Contact				
FAQ	Manage your business from start to finish	Expand your business with programs and services	Increase your business knowledge and productivity	Support your business with a team of experts

E-NEWSLETTERS	SPOTLIGHT	
E-PAYMENTS	 <p>SBA Success Story Sweet Success - Read how SBA helped Fairytale Brownies grow its business... Read More</p>	 <p>Regulatory Fairness and Your Small Business March 15, 2007 at 1 PM (ET) Host: Nicholas Owens, SBA's National Ombudsman ... Read More</p>
MARKETING AND OUTREACH	 <p>Free Online Training SBA offers over 25 free online courses... Review Courses</p>	 <p>New FREE Online Course Starting a Small Business — with readiness assessment tool... Learn more</p>
MOST REQUESTED ITEMS	 <p>Budgets/Plans/Reports SBA Proposed '08 Budget & Exec Summary; FY 2006 PAR; Annual Reports, Strategic Plan... More</p>	 <p>E-Payments Make payments to SBA via Electronic Funds Transfer... Read More</p>
ADMINISTRATOR'S CORNER	 <p>Resource Partners SCORE, Women's Business Centers & Small Business Development Centers. Read More</p>	 <p>Delivering Success Videos Meet entrepreneurs who used SBA programs and services to achieve success... View Now</p>
 Steven C. Preston Administrator's Speeches		

Business.gov	ExpectMore.gov	Strengthening Social Security	Medicare	SBA RESOURCE PARTNERS
--------------	----------------	-------------------------------	----------	-----------------------